

Message Text

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TO AMEMBASSY CAIRO

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E.O. 11652: N/A

TAGS: BFOL

SUBJECT: MARKET RESEARCH - COTTON GINNING EQUIPMENT,
TEXTILE MANUFACTURING EQUIPMENT: EGYPT

REF: (A) CAIRO 2500; (B) CAIRO 2643 (C) STATE A-10354, 12-9-73

1. RESEARCH INSTRUCTION AIRGRAM WITH PRODUCT CATEGORY
DESCRIPTIONS AND RESULTS U.S. INDUSTRY POLLS FOR TWO
SEPARATE, I.E., SUBJECT, MARKET STUDIES WILL BE FOR-
WARDED THIS WEEK.

2. FISCAL DATA CANNOT BE PROVIDED PENDING USDOC RECEIPT
OF TREASURY CERTIFICATE FOR EGYPTIAN POUNDS. RESEARCH
INSTRUCTION WILL, HOWEVER, PROVIDE PERTINENT GUIDELINES.
WISH TO EMPHASIZE THAT UNTIL POST RECEIPT OF FOREGOING
INSTRUCTION, THERE IS NO AUTHORIZATION FOR FORMAL SO-
LICITATION OR ACCEPTANCE OF AN OFFER OR COMMITMENTS
REGARDING ASSOCIATED CONDITIONS.

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3. REFTEL B WOULD INDICATE THAT, BECAUSE OF PRICE AT WHICH IT LIKELY A STUDY CAN BE OBTAINED, POST CONTRACTING OFFICER ANTICIPATES ARRANGING FOR CONDUCT OF A STUDY PURSUANT TO ISSUANCE OF A PURCHASE REQUISITION ("WORK ORDER") ENTAILING NEITHER ADVERTISING FOR OR NEGOTIATING BIDS PER FEDERAL PROCUREMENT REGULATIONS (FPR 1-2 AND 1-3, RESPECTIVELY). COMMERCE CONCURS THIS PROCEDURE IN THIS INSTANCE. NOTE THAT USE OF CONSULTANT TO PREPARE COMPLETE STUDY REMOVES IT FROM CATEGORY OF POST-CONDUCTED STUDY.

4. FPR GENERALLY PRECLUDES ADVANCE PAYMENT. PARTIAL PAYMENTS CAN HOWEVER BE MADE UPON PRESENTATION BY CONTRACTOR OF ACCEPTABLE EVIDENCE OF PROGRESS IN WORK. RESEARCH CONTRACTS EXECUTED BY POSTS ON BEHALF COMMERCE PROVIDE FOR A PARTIAL PAYMENT AT STUDY'S MID-TERM, ANOTHER UPON DELIVERY OF COMPLETED STUDY TO POST AND FINAL PAYMENT UPON ACCEPTANCE BY COMMERCE.

5. IN THIS INSTANCE, COMMERCE PROPOSES THAT POST EFFECT (PARTIAL) PROGRESS PAYMENT OF 35 PERCENT UPON PRESENTATION BY CONTRACTOR OF EVIDENCE OF SUITABLE PROGRESS AT APPROPRIATE JUNCTURE AFTER WORK INITIATED, AND AN ADDITIONAL 30 PERCENT UPON DELIVERY OF STUDY. FINAL PAYMENT OF 35 PERCENT WOULD BE MADE UPON TELEGRAPHIC RECEIPT OF COMMERCE ACCEPTANCE THEREOF. POST TELEGRAPHIC COMMENT REQUESTED; PAYMENT SCHEDULE WILL BE SO COUCHED IN RESEARCH INSTRUCTION BUT CAN BE MODIFIED SOMEWHAT.
RUSH

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